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A National Newspaper for Every Branch of the Industry

Automotive Daily News

PASSENGER TRUCK TIRES TRACTOR ACCESSORIES

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DALLAS WILL BE MECCA FOR MANY CONCLAVES SOON

Fall Show and Other Automotive Events Scheduled

DALLAS, TEX., Sept. 8 (U. T. P. S.).—Dallas will be the automotive capital of the Southwest during the sixteen days from October 8 to 23.

In addition to the regular fall automobile show of the Dallas Automotive Trades Association, an annual event which brings the automotive dealers here from four states to see the very latest creations in automobiles and to get a slant on what to expect another year, the regular meeting of the Texas Automotive Jobbers' Association, the first annual meeting of the executive committee of the Texas Tire Dealers' Association, the regular meeting of Booster Club, Southwest, No. 4, and the executive committee of the Texas Automobile Dealers' Association will be held here.

Three of these meetings always occur during the annual show of the Dallas dealers, an automobile exhibition which exceeds anything of the nature south of Kansas City. The newest state organization, the tire dealers, has announced it will be here during the show.

The Automotive Jobbers usually

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DODGE BRINGS OUT NEW FOUR-CYLINDER CABRIOLET ROADSTER

Detroit, Sept. 8.—Dodge Brothers, Inc., have brought out the third type of their four-cylinder line, a low-hung cabriolet roadster which is conceived as a companion car to the sedan and coupe.

The appearance of the new car is that of a typical sport model, with heavy-khaki top clamping to windshield pillars and folding down easily and quickly. Green leather upholstery is used to harmonize with the predominant body color.

There is a wide rumble seat with ample leg room and with thick soft cushions tilted at a comfortable angle. New French-style plate-glass windows are used and the hardware is heavily nickeled.

CHEATING THE GRAVEYARD—Five decrepit ancients of the well-known Automobile Family are seen below wearily wending their way down an amused Los Angeles street. In all there were eight entries in this Race of the Ancients from Los Angeles to Sacramento, Cal.—a 1902 Cadillac, 1904 Ford, 1904 Reo, 1909 Reo, 1907 Franklin, 1905 Buick and two 1901 Oldsmobiles.

Graham Brothers To Bring Out ½ Ton Panel Delivery Car

Detroit, Mich., Sept. 8.—Graham Brothers will shortly announce a new ½-ton panel delivery car, to round out their line of 1928 commercial vehicles, which was recently enlarged by the introduction of the 2-ton truck with Dodge six-cylinder engine, four-speed transmission and Lockheed hydraulic four-wheel brakes.

It is understood that the ½-ton model is to include the Dodge Four engine and will be built for all-around high-speed performance. The use of a cab providing passenger-car comfort for the driver is also expected to be a feature.

FINANCING ARRANGED FOR CALIFORNIA FIRESTONE CO.

Akron, Sept. 8.—The Firestone Tire & Rubber Company has organized the Firestone Tire & Rubber Company of California to handle its Western business, as reported in the Automotive Daily News of August 29.

The company is capitalized with $20,000,000 common stock, all of which is owned by the parent company. To finance the new company $10,000,000 fifteen-year 5 per cent. sinking fund gold bonds have been sold and underwritten by the Cleveland Trust Company. Offering will be made next week.

OTIS STEEL CHIEF SEES BETTER FOURTH QUARTER

Cleveland, Sept. 8.—"I am confident September will show a decided pick-up in steel production, declared E. J. Kulas, president of the Otis Steel Company. "August has shown better business than we expected, and while business was slow prices held firm. Increased business is coming from automotive trades.

"I look forward to an unusually good fourth quarter, which will prove the reverse of last year. This year we have had a bad third quarter, and the prospects are for a good fourth quarter. Last year the third quarter was good and the fourth bad."

AC SPARK PLUG CO. REPORTS NEW CONTRACTS

Flint, Mich., Sept. 8.—Announcement is made by the AC Spark Plug Company that contracts for the standard equipment business of the following manufacturers have been received:—

Air cleaners, Twin Coach Company, Kent, O., gas-electric bus; spark plugs, American La France Fire Engine Company, Elmira, N. Y.; Fuel Pressure Supply System, Oakland Motor Car Company, entire line; ammeters and oil gauges, Buick Motor Company, entire line; instrument panels, Oakland, entire line.

MOTOR TRUCK INDUSTRIES TO MEET NEXT TUESDAY

Detroit, Sept. 8.—Several interesting subjects are scheduled to be discussed at the meeting of Motor Truck Industries, Inc., in Detroit, next Tuesday at the Book-Cadillac Hotel. Well-known executives will speak on the following topics: "Credit and Finance," "Clearing House for Reports on Dealers, Salesmen and Purchasers," "Local Associations," "Methods of Employing Salesmen," "Operation of Branches."

GASOLINE MORE VOLATILE, SUMMER SURVEY SHOWS

Special from A. D. N. Washington Bureau

Washington, Sept. 8.—Motor gasoline marketed in the United States this summer has been slightly more volatile than that sold a year ago, the United States Bureau of Mines announces as a result of its sixteenth semi-annual gasoline survey.

The general tendency toward marketing of a standardized product, noted as a result of recent motor gasoline surveys, continues to be manifested, the report points out.

N. A. C. C. MEMBERS REPORT AUGUST PRODUCTION ABOVE 1926 LEVEL; KEEPS 11% LEAD

NEW YORK, Sept. 8.—At the regular monthly meeting of the directors of the National Automobile Chamber of Commerce, held at headquarters, 366 Madison Ave., today, production figures for the month of August were announced.

Total production by members of the National Automobile Chamber of Commerce for the month were 310,075. This compares with 287,524 in August of last year and with 271,157 in July, 1927. The gain in August this year over August, 1926 is about 14 per cent. Production by companies in the N. A. C. C. continues to run about 11 per cent above the 1926 level. It is certain that the N. A. C. C. production for 1927 will run far ahead of 1926. Except for the drop in Ford output, the grand total would probably have surpassed the record established last year.

The official production figures for the month of August bear out stories published earlier in the week in Automotive Daily News, indicating a substantial increase during the period in question.

At the directors meeting in the morning, routine business was transacted and aside from that discussion on the World Transport Congress, which will be held this year in London, November 14 to 16.

A delegation will be present to represent the American industry at this international convention, which has already accomplished so much for the transportation development of the world. The motor truck division of the N. A. C. C. held a meeting at headquarters yesterday afternoon.

ENGINEERS DISCUSS FOREMAN TRAINING

Two Papers on Subject Read at Machine Tool Exhibition

New Haven, Conn., Sept. 8.—Four papers were read today at the meeting of the machine shop practice division of the American Society of Mechanical Engineers, held in conjunction with the Seventh Annual New Haven Machine Tool Exhibition, at the Mason Laboratory of Mechanical Engineering at Yale University.

The topics discussed in the papers were as follows:—

"Modern Finishes for the Machine Tool Industry," by W. R. Atwood, Chemical Products Division, of E. I. du Pont de Nemours & Co., Parlin, N. J.; "Fundamentals of Polishing," by Bradford H. Divine of Divine Brothers Company, Utica, N. Y.; "Education for Foremanship," by James A. Moyer, state director of university extension, Massachusetts Department of Education, and "Improvement of Foremanship by the Conference Method," by C. F. Klinefelter, Federal agent for industrial education, Federal Board for Vocational Education.

In dealing with finishes for machine tools, Mr. Atwood reviewed old and new materials and methods used in this field, and then devoted some attention to analyzing the viewpoints of the pyroxylin manufacturer and of the machine-tool maker, which have a bearing on the question.

Mr. Moyer surveyed the subject of foreman-education systematically, quoting statistics published by the Chamber of Commerce of the United States to show the increase in training courses, which was several hundred per cent. in a year's time. He pointed to the tendency toward an organized, permanent activity in this direction. The need of foreman training and the attitude of the management were considered by him, following which he took up the character of the class or group to be handled, the topics to be in-

(Continued on page 2)

SHEET STEEL MILLS AT 70 P. C. OF CAPACITY; FORD PLACING ORDERS

Pittsburgh, Sept. 8.—The Ford Motor Company has placed orders for some sheets, including full finished sheet, but major orders against large production schedules are still being deferred. Sheet mills are operating at 70 per cent. of capacity. Manufacturers are reporting better inquiry for future requirements. Fourth quarter prices probably will be unchanged from present levels.

TAFT HEADS BRANCH

Detroit, Mich., Sept. 8.—The Reo Motor Car Company has announced the appointment of B. M. Taft to succeed the late Warren E. Dusenbury as general manager of the Reo Michigan Sales, Inc., its Detroit factory branch. Mr. Taft has been identified with the industry since 1915.

Auburn and Its Recently Acquired Companies to Involve $40,000,000 Sales Volume This Year; 100,000 Employees

AUBURN, IND., Sept. 8.—In commenting upon the acquisition by the Auburn Automobile Company of stock control of the Lycoming Manufacturing Company, the Limousine Body Company and Duesenberg, Inc., as reported in yesterday's Automotive Daily News, E. L. Cord, president of Auburn, declared that all three of the companies will retain their individual identity and present managements.

"This step is simply in line with Auburn's plans for greater growth," says Mr. Cord. "It widens Auburn's radius of operations, increases our facilities and resources, and places Auburn in a position to meet and serve the public demand which has been so generously accorded to Auburn cars. At the same time by a closer and more economical working arrangement with important sources of supply for major parts, it enables Lycoming and Limousine Body to be in an even better position to serve their many other customers."

The annual sales volume of the products of the companies involved in this important transaction this year will total approximately $40,000,000, and more than 100,000 peo-

(Continued on page 2)

Court Invoked in Challenge of Truck And Bus Regulation in Wisconsin

Madison, Wis., Sept. 8.—The railroad commission of Wisconsin is given its first court test of its truck and bus line regulatory powers in a petition to enjoin the commission from enforcing a state law enacted in 1927, placing truck and bus lines under control of the railroad commission as to rates, schedules and routes. It is charged that the statute is unconstitutional.

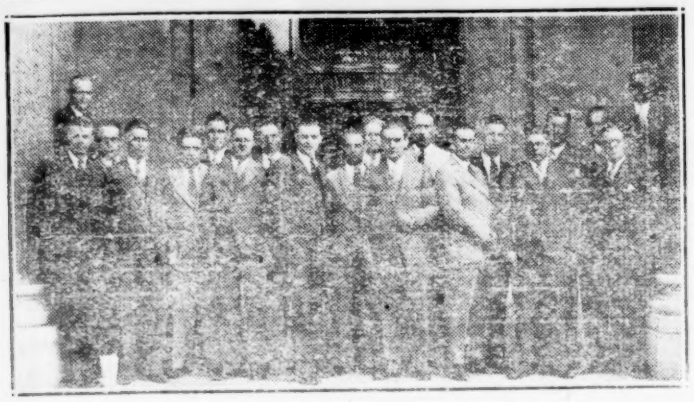
The action is brought on behalf of the Northern Transportation Company of Green Bay, operating a fleet of trucks between Green Bay and Milwaukee, together with a number of truck lines.

The law took effect on July 11, and this is the first challenge filed in court.

WHIPPET SALES ABROAD

Toledo, Sept. 8.—Sales of Whippet cars in Europe, through Willys-Overland Crossley, Ltd., the British sales organization for Willys-Overland, are reported to be the largest in the history of the company, in a statement just issued by John N. Willys.

Campbell-Ewald Travelers Off Again



Detroit. Sept. 8.—Following an eleven-day convention at the home office, the Campbell-Ewald Company's travel service department has again taken to the road. This unit, which is an unique feature in advertising agency business, was organized two years ago by H. T. Ewald, president of the company, with a nucleus of six members. It now boasts nineteen members, with a home office crew of four.

A feature of the convention was a series of addresses by men prominent in the automotive merchandising field, including R. H. Grant, vice-president in charge of sales of the Chevrolet Motor Company; B. G. Koother, director of sales section, General Motors Corporation, and H. G. Weaver, assistant to the director of sales section; advertising and assistant advertising managers of Buick, Chevrolet, Oakland and Oldsmobile Motor Car Companies, and department heads, contact men and officials of the Campbell-Ewald Company. The Olds, Chevrolet, Oakland and Buick factories were visited in the course of the convention.

The original intention of H. T. Ewald in creating the department was to provide close contact with the newspapers and check up on outdoor advertising. Regular schedules were provided in each zone, so that each dealer outlet of the company's clients would be visited several times a year.

Dallas Schedules Automotive Events

(Continued from page 1)

hold a two-days' meeting, at which merchandizing methods are discussed and plans for the future laid. Officers probably will be elected at the Dallas meeting. Some of the leading automotive men of the country are expected here for this meeting.

The Booster Club, an organization composed of manufacturers' dealers and representatives in four states, always holds its annual meeting during show dates. This club is always host to the automotive jobbers and the automobile dealers. This year it will also be host to the tire dealers.

The big thing, so far as entertainment is concerned, put on by the Booster Club is a banquet and a show of some kind in connection. L. E. Berry is president of the club. The organization is preparing to go itself one better this year in entertaining its guests. Just what the plans are is not announced, but the affair will be original, and something which will make the automobile men forget worries, if they have any.

The meeting of the Texas automobile dealers, if any, will be of an informal nature. This association is here more to see the show and to meet with the jobbers and boosters for obtaining close co-operation than anything else.

It is understood the executive committee of the tire dealers will lay plans for the annual meeting of the association and name chairmen for the districts which were incompleted at the organization meeting in San Antonio. It is said further, that the committee will have reports to make on how the organization is functioning and what should be done to foster growth.

Hold Education Of Foreman Important

(Continued from page 1)

cluded in study and discussion and the methods of instruction.

"The rapid growth and permanent status of foreman training," Mr. Moyer said in conclusion, "is due to the fact that it is one solution to the problem of increasing the morale of men as individuals and as members of a manufacturing organization. It makes possible a method which gives the foreman a definite point of view regarding company policies, produces a better understanding of responsibilities, increases both vertical and horizontal co-operation and stimulates thought and discussion along lines not covered in everyday practice.

"Stated in more concrete fashion, some of the results which have been attributed to better foremanship are increased production with a decreased force, better co-operation among and from the foremen, reduced inventory of material in process, less labor turnover and the like."

The human element and its bearing on the improvement of foremanship formed the nucleus of Mr. Klinefelter's paper. He contrasted the different types of courses and methods in use for training foremen and divided them into two classes, the arbitrary set-up type assuming complete qualification of the management for outlining such work, and the trouble-shooting theory based on the idea that a given group of foremen are their own best judges as to their own paramount needs. The use of the conference principle among the parties involved stimulates, according to Mr. Klinefelter, constructive thinking and mental activity.

In closing, he called attention to the fact that the conference method is not advocated as a universal panacea, but works quite effectively under certain circumstances and for certain purposes.

Auburn States Policy on Newly Acquired Companies

(Continued from page 1)

ple, it is estimated, are engaged in in their manufacture, service and sales.

LYCOMING

The Lycoming Manufacturing Company is the second largest motor specialist in the world, having a complete manufacturing organization and complete machine tool and foundry equipment for the production of aviation, marine, industrial, motor car and motor truck engines. Lycoming numbers among its customers several leading automobile manufacturers of the medium price field. Lycoming also builds engines for many of the principal truck manufacturers.

The success of the Lycoming engine is well shown by the fact that strictly stock cars that recently broke all official stock car records from 5 to 5,000 miles and established thirty-four new records from 5,000 to 15,000 miles were all powered by Lycoming engines.

The Lycoming Manufacturing Company also owns 100 per cent. of the stock of the Spencer Heater Company, which manufactures slow burning, self-feeding boilers for building heating equipment.

The total assets of the Lycoming Manufacturing Company amount to over $5,000,000, and the organization employs approximately 2,000 people.

DUESENBERG

International fame and recognition are attached to the name of Duesenberg, manufacturer of the famous Duesenberg passenger cars and special race cars and also outstanding submarine and speed boat engines. Duesenberg designed and built America's first straight eight engine; pioneered four wheel brakes; was the first to successfully build and win international races with a small cubic piston displacement engine, and the only American made car to ever win the famous Grand Prix race in France. It is now rumored that still further developments are soon to be announced by Duesenberg.

Duesenberg reputation is largely the result of a long list of victories on the automobile race tracks of the world for many years, the last being the winning of the 500-mile race this year on the Indianapolis Motor Speedway. The total assets of Duesenberg, Inc., are approximately $1,000,000.

LIMOUSINE BODY

The Limousine Body Company of Kalamazoo, Mich., has been a source of supply for the Auburn Automobile Company for the past three years. This company specializes in designing and economical manufacture of better grade automobile bodies. The total assets of the Limousine Body Company are approximately $350,000.

Dealer Opportunity—

One of the best cities in the State of Florida is open for the franchise of the two fastest selling six-cylinder automobiles in the world. This contract will require some capital, but will be an exclusive proposition and will carry with it a large territory containing some fine cities. This is, without doubt, one of the best opportunities available today. Living conditions are ideal and a good business can be enjoyed all the year around.

Write, giving your qualifications in as much detail as possible, to

P. O. BOX 293
Jacksonville, Fla.

SPARKS *from* DETROIT

General Motors Houses

* * *

Mussolini's Answer

* * *

Streets of Stamboul

* * *

Product to the Prospect

Walter Boynton—Detroit Editor

BY THE purchase of 319 acres of land in Flint, General Motors has initiated plans for the extension of its already extensive housing program. The tract recently bought is in the southwestern part of city and is intended for development in the erection of homes for employees of the Fisher Body Corporation.

* * *

A. T. Waterfall, vice-president of Dodge Brothers, Inc., and Thomas M. Simpson, secretary of Continental Motors Corporation, are two of the five industrial and business men selected to represent the state of Michigan on the platform committee of the National Association of Manufacturers. The committee will formulate the desires of American industry, in preparing planks to be submitted to the 1928 conventions of Republicans and Democrats.

* * *

Carl Gansley, foreman of the paint shop at the Olds Motor Works plant, Lansing, is dead after an apopoplectic seizure. He had long been associated with Oldsmobile. He was 51 years old and is survived by his widow and two daughters.

* * *

MUSSOLINI'S name is one to conjure with, at least partly because he is felt by his adherents to be sincere in his judgments. He has been accused of narrowness of viewpoint, but one of his answers to a natural question seems to disprove this charge. One government official, known not to be wholly in sympathy with the views of Il Duce, retained an important governmental position. This roused the wonder of some of the Mussolini followers. Finally the dictator was asked point blank why he retained a non-supporter of his chief. "Because," said the man who runs Italy, "he does his work so well."

There is almost a world of philosophy in the answer as reported. The man who does his work well has intrenched himself in the strongest possible manner. He is the last to be laid off and the first to be taken back. He gets well paid. He is not worried about his livelihood.

Do your work well—and see that the boss knows it—and you need not worry. Do your work better than anybody else can, and you can practically command your own salary and write your own ticket. The world, more than ever, needs men who do their work well.

* * *

After a continued career of about 2,500 years, Stamboul, Turkey, finds that something must be done about naming its streets. Until now, there has been rather a haphazard method of naming the thoroughfares. Two or more streets are known by the same name in at least 5,000 instances; 100 streets are called Mosque Street; there are fifty School Streets and twenty Church Streets. The Oriental has lived contentedly in a maze of streets, 10,000 in number, knowing nothing and caring less, about the streets outside of his own little locality. He knows where his own house is, and where his church and where the coffee shop are.

Now the authorities are going to see to it that ancient Stamboul is fitted with a proper set of street names. Moreover, the streets are to be furnished with signs, showing their names, so that the casual stranger may know something about where he is, and so that mail can be delivered and traffic regulated. At present street names are written in Arabic, so that only a professor can read them, and the signs are practically hidden from sight and almost illegible when they can be located. I know now where some American cities get their system, or lack of system, in naming and posting the designation of streets. They got it from Stamboul.

* * *

ONE of the latest large corporations to utilize the motor vehicle on an extensive scale in showing its wares is the American Radiator Company. A display van, constituting a traveling showroom, is utilized to display types of

(Continued on page 6)

Automotive Events on Motor Row in Boston

By B. E. ESTERS

BOSTON, Sept. 8.—Harry C. Dunn, general manager of the Boston Oldsmobile Company, recently visited the Oldsmobile factory at Lansing. The purpose of his visit was to obtain an additional allotment of cars to meet the present demand for the latest Oldsmobile models.

"Our line of 1928 Oldsmobiles," said Mr. Dunn, "has met with the greatest popular response in our history. We have been hard pressed to keep our supply of cars abreast of the volume of orders we have been receiving this month."

KISSEL FIRM MOVES

The Kissel Motor Car Company of New England has moved to its new quarters at 1033 Commonwealth Ave., near Braves Field. The new establishment provides for an excellent salesroom and in the rear there is a large section that is to be devoted to the refinishing and sale of used cars. The company has taken over a large new building on Cummington Street that will be used for service.

IN NEW LOCATION

The Gleason Motor Car Company, associate dealers of Hudson-Essex cars in Greater Boston, whose nome for a number of years has been at 872 Commonwealth Ave., has moved to the one-story sales and service building at 1027-29 Commonwealth Ave. The location has been leased for a term of years by the company. The company has also leased the entire one story and basement building at 112 Cummington St., which they will use as a service unit.

TRUCK BRANCH GROWS

The Mack Motor Truck Company has spent more than $750,000 in the last few months in building new sales and service plants in New England, according to an announcement by W. A. Maynard, vice-president of the New England division. The new plants that have been built or improved are at Bridgeport, Waterbury, Worcester and Boston, making a total of thirteen establishments for this truck concern in the New England states.

WINS SALES CONTEST

W. D. White of the Marmon Boston Company was one of the prize winners of a national sales contest recently conducted by the factory. In celebration of his victory Mr. White entertained the sales force of the company at Shore Gardens, Nantasket Beach.

THREE NEW FIRMS

The secretary of state announces the incorporation of three automobile and accessory firms in Massachusetts with a total capitalization of $75,000. They are the Front Street Sales and Service Company, Scituate, at $50,000, by John Abbott, Winchester; John N. Worcester, Cambridge, and Irene J. Foley, Newton; Walnut Motors, Inc., Woburn, at $15,000, by James E. Shay, Hartvig A. Nelson and Harold P. Johnson, all of Woburn, and Victor E. Menard, Inc., Holyoke, at $10,000, by Victor E. Menard, Delia Menard and Carl C. Armstrong, all of Holyoke.

STORES HANDLE TIRES

Morgans, one of Boston largest furniture stores, has taken on a line of Williams and Summit balloon and cord tires which they will offer on credit terms. Several experienced men have been placed in charge of this department which also includes accessories. Haine's, another large furniture store, carries a complete line of Goodrich tires, also offered on a credit plan basis.

ESSEX SALES GAIN

The Henley Kimball Company, Hudson-Essex distributor, announces that, although the registration figures show that there was a decrease in the number of new cars delivered in Massachusetts in July this year as compared to the same month last year, the number of new Essex cars delivered shows an increase. There were 1,500 less new cars delivered altogether, while there were 943 Essex automobiles delivered, an increase of 200 over last year.

LEASES NEW QUARTERS

The Walker Indian Company, distributor in metropolitan Boston of Indian motorcycles, formerly located at 188 Massachusetts Ave., has leased larger quarters at 73 Brookline Ave., where it will occupy the entire building. W. J. Walker, head of the firm, has been in the cycle business for the past twenty years. A line of accessories is also carried.

BUYS TRACT OF LAND

The Gulf Refining Company of Texas has purchased a large tract of land and a frame block at the corner of Dorchester Avenue at 2 West Broadway, South Boston. The price was $32,000.

Safety Council of Newark to Teach Women to Drive

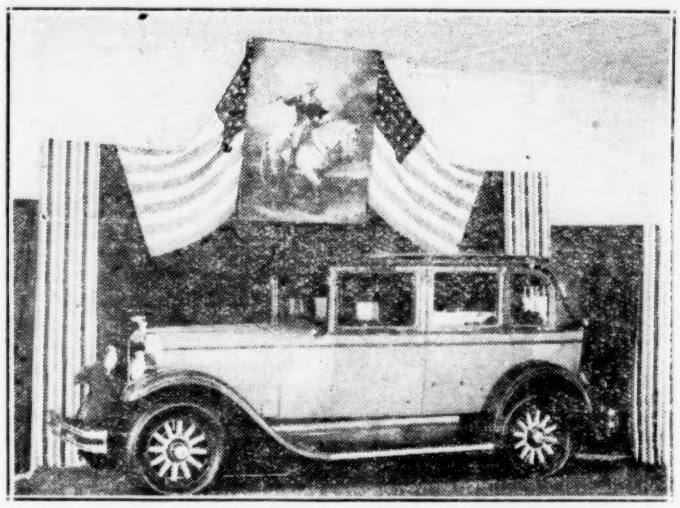
Newark, N. J., Sept. 8.—The Newark Safety Council has decided to have a course in automobile driving for women in Essex county free of charge. Competent instructors, members of the council, will act as instructors, and there will be a lesson a week for five weeks, followed by a road test preliminary to the state road test for licenses. Every angle of handling a car and ways to make repairs will be covered in the Safety Council course.

DUFFY WHOLESALE CHIEF OF N. Y. OVERLAND BRANCH

New York, Sept. 8.—Appointment of John D. Duffy to fill the position of wholesale manager vacated by P. D. Crouch on September 1, at the New York factory branch of Willys-Overland, Inc., is announced by W. H. Maston, branch manager.

Originally with the New York organization for more than three years, Mr. Duffy was transferred from the branch to the Willys-Overland factory at Toledo in October, 1925. From that time until his appointment to the post just vacated by Mr. Crouch he rendered valuable service in the sales promotion department at the factory. Plans are now being formed by Mr. Crouch, who voluntarily left the New York branch, to form an organization of his own to establish a Willys-Overland dealership on a large scale in territory adjacent to New York city.

ALL AMERICAN SIX—This attractive display was used by the Alamo Auto Company of San Antonio, Tex., Oakland-Pontiac dealer, in exhibiting the new All American Six Oakland.



GOLF TOURNEY PLANNED BY PHILADELPHIA A. T. A.

Philadelphia, Sept. 8.—President Jo G. Roberts of the Philadelphia Automobile Trade Association has appointed a golf committee consisting of Harry B. Harper, F. J. Petersen, Vernon S. Fry, John Greenwood and H. P. Schade, chairman, with instructions that the P. A. T. A. hold a three-day tournament in September and October.

The tournament will be held at North Hills Country Club. The William P. Herbert Golf Trophy will be played for again this year, and, in addition, there will be a number of valuable prizes awarded each day as well as an attendance prize.

24-HOUR SERVICE

Seattle, Wash., Sept. 8.—W. H. Potts, now service manager for Transport Motor Company, announces a 24-hour service at the local Willys-Knight-Overland distributorship, beginning with the first of this month. Jack Potts, a brother, is assistant.

LABOR DAY BARGAINS IN USED CARS AID BUSINESS

Nashville, Tenn., Sept. 8.—Labor Day bargains in used cars were big events of the day at a number of the Nashville used car departments of leading automobile houses.

The used car departments of George L. Evans, 1515 Broadway; Miles Motor Company, 1315 Broadway, Moseley Motor Company, 1512 Broadway; Stockell Motor Car Company, 1503 Broadway; Baron-Platz Motor Company, 1210 Broadway; Broadway Motor Company, 1402 Broadway; Tennessee Auto Corporation, 1409 Broadway; Brannan-Huggins Motor Company, 1223 Broadway; Stumb Motor Company, 1310 Broadway, and the Imperial Motor Car Company, featured the event.

PLAN NEW BRANCH

Fresno, Cal., Sept. 8.—Williams & Carr, Inc., Dodge car distributor in this territory, has leased a storeroom at 11th and H Streets at Reedley, Cal., and has announced that it will establish a branch in that city.

CHEVROLET DISTRIBUTOR IN SIOUX FALLS, S. D., CONDUCTS ANNUAL PICNIC

Sioux Falls, S. D., Sept. 8.—What was one of the most successful picnics of the Wintersteen-Chevrolet Company, local distributor of Chevrolet motor cars, took place at Sherman Park here recently. It was the seventh annual event of its kind to be held by the management of the establishment. The event started with a parade at 4 o'clock in the afternoon through the downtown district and out to the park. There were nearly 200 persons in attendance, including employees, dealers and their families. E. J. Wintersteen is president of the firm.

Representatives from the Chevrolet factory at the picnic were S. G. Smith, Minneapolis branch, and D. W. Smith, Minneapolis General Motors Acceptance Corporation.

Dealers from outside of Sioux Falls who were represented at the event were the Skyberg Automobile Company, Canton; L. & S. Chevrolet Company, Garretson; J. J. Tieszen Automobile Company, Marion; Hanson Motor Company, Dell Rapids; Graber Brothers, Bridgewater; Kinseth Chevrolet Company, Colton; E. A. Wendt, Hartford; Adrian Dewald, Montrose; B. H. Lindekugel, Spencer; McRae Garage, Salem; E. O. Rundel, Harley; Greenfield Chevrolet, Lennox; Parker Auto and Supply Company, Parker; Nels Lind, Lyons; Monroe Chevrolet Company, Monroe; Stratmeyer Brothers, Tea; Renner Garage, Renner; W. H. Kortmeyer, Chancellor.

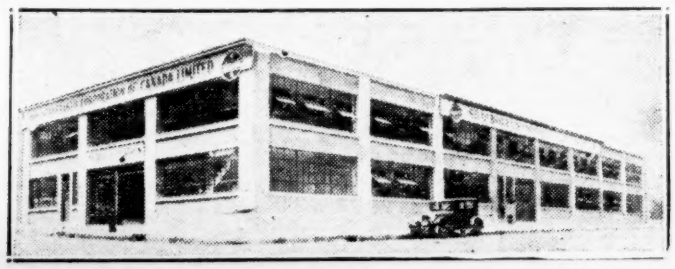
TO MOVE SOON

Vernon, Tex., Sept. 8 (U. T. P. S.).—The King-Balbridge Motor Company of Vernon will move into its new home on East Wilbarger Street in a few days. The company is handling the Oakland and Pontiac lines in Vernon and surrounding territory. The ground floor of the building is designed especially for a motor company sales and service house. The second floor will be used for offices.

JOINS SALES FORCE

Jacksonville, Fla., Sept. 3.—Larry Thomas, formerly of the Little-Culp Motor Company, Daytona, has joined the sales organization of the Kirby-Nolan Company. He is connected with the used-car department.

STUDEBAKER IN CANADA—Studebaker and Erskine owners in Montreal are having their cars serviced in the new Montreal branch building of the Studebaker Corporation of Canada, Ltd., shown in the illustration below.



for Economical Transportation

CHEVROLET

Today's Chevrolet is the world's most beautiful low-priced car. This outstanding beauty is one of the vital reasons for Chevrolet's spectacular nation-wide sales success---providing Chevrolet dealers with a matchless sales advantage.

CHEVROLET MOTOR CO., DETROIT, MICH.

Division of General Motors Corporation

QUALITY AT LOW COST

Automotive Daily News

"Of, By and For the Entire Automotive Industry"

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The Car Paid for Itself

THAT motor transportation makes for efficiency has been proved by the large and remarkable progress made in America since we became a motorized nation. We understand today that transportation is a basic industry underlying all other industries, that all prosperity and all progress depends on the effectiveness of transportation. It is not often, however, that we get a complete picture of just what improved transportation does help the individual.

Not long ago the Automotive Daily News received a letter from a reader, a salesman in a fair-sized city in the Middle West. This man is selling a car that retails for about $1,000. He had evidently been a fairly good salesman, and he certainly had the ambition that makes a man take a reasonable chance. Here is part of his letter:—

"Six months ago I realized that if I owned a Blank car myself, I could close more deals than I had been doing. I thought over the idea for days. I did not have the money in hand, even for a down payment. I have a wife and three boys—nuff said.

"Finally I borrowed enough to make a down payment on the car I wanted, the cheapest closed job in our line. And then I really started to work. There were several prospects on my list who did not have any cars. I found out when they went to work and made a point of driving one of them every morning. One of my prospects didn't have a car and I found that he went to church clear across town, making three trolley changes to get there. I made a point of taking him to church every Sunday morning with his wife and kid. There were a dozen other ways of using the car that I found, and, believe me, I used them all.

"The point is that while I was earning an average of $300 a month before I got my car, last month, which ought to have been the dullest of the year, I made over $500. My car doesn't owe me a cent, though it is a good as new, it has paid for itself or will within a month or so. I certainly am sold on the Blank."

Naturally, the salesman is sold on his own car, but the real point is that any car would have given any salesman, energetic enough to grasp the opportunity, exactly the same efficiency and the same increased earning power.

The Anode Process

WE HAVE been hearing lately something about the anode process of fabricating rubber. The Dunlop organization in England has been experimenting with the anode process for a considerable period, and it is quite possible that this process may become an important factor in the rubber field.

Stripped of technicality, the anode process of making rubber products resembles electro-plating. Instead of the solidified rubber the product is used in its natural form. It is poured into a vat and heated. To make any given article an inner tube, for instance, a zinc form or mandrel of the proper size is put into the solution. Electricity is applied and under its influence the rubber adheres to the mandrel. After a certain time of immersion the mandrel is removed from the vat and put in water to wash the rubber that has adhered to it. It is next placed in a drying rack and when this process is completed the tube is taken off the mandrel. Later operations, vulcanizing, fitting the valve, curing and joining proceed as in ordinary processes.

The advantages claimed for the anode process are that no naphtha is used, thus reducing the fire hazard. The time needed is reduced and the product can be made thinner, but its tensile strength is increased. The weight, obviously, is reduced. If further experiment proves the process entirely practical we shall undoubtedly hear further from the anode idea.

SMALLER TIRE PLANTS BUSY

Indications Favorable For Good Business This Fall

HARTVILLE, O., Sept. 8. — Turning out between 700 and 800tires a day, operations at the factories of the Monarch Tire and Rubber Company here have not deviated twenty-five casings in more than a year, according to Paul Himmelright, manager.

The Monarch Company has been operating steadily for many months and products of the concern are finding ready market, particularly in the South.

"Business is very promising for the fall and winter season, and I believe there are good prospects in the offing," said Mr. Himmelright. "The company is now making all the popular new sizes.

CORD PLANT BUSY

Chester, W. Va., Sept. 8.—No let-up in operations is likely at the factories here of the Cord Tire Corporation, maker of Superior cords and other lines, according to officials of the company.

This concern has been busy throughout the summer, and orders now on file assure steady operation of the plants until well into the winter. Establishment of several new distributing firms throughout the country in the last few weeks is reported by the company.

Officials feel there will be continued good tire business without interruption until the first of the year, at least. Many new sizes have been added in recent weeks, with the marketing of the large number of new models of cars.

PROPERTIES ON BLOCK

Port Clinton, O., Sept. 8.—Properties and chattels of the Ohio State Rubber Tire Company have been put on the block here for the second time by order of the Federal court at Toledo. The company has an appraisal value of $100,000.

AUGUST SALES LOW

East Liverpool, O., Sept. 8.—Sales slumped during August for the Milestone Rubber Company here, officials announce. Indications are that a pick-up in business will result during September as inquiries are on the increase. This concern does a nation-wide mail order business, its product being made by concerns in the upper Ohio Valley.

George S. Stewart is general manager of the Milestone Rubber Company. For many years he headed the McLean Tire and Rubber Company which recently suspended activities. The properties were sold.

DISCONTINUE TIRES

Carrollton, O., Sept. 8.—The factory of the Tuscan Rubber Company here continues at peak operation, according to officials of the concern. No effort has been made to re-enter the tire manufacture field and all available factory space is being devoted to the manufacture of drug sundries and surgeons' gloves.

CARAVAN OF CHEVROLET TRUCKS TOURS TEXAS

Austin, Tex., Sept. 8.—Starting from Houston in charge of L. P. Randall, assistant sales manager of the Chevrolet Motor Company for Texas, a Chevrolet truck demonstration caravan is touring 150 south Texas cities and towns, showing the trucks and buses now being sold by the Chevrolet company.

The trucks are equipped with bodies and trailers adapted to practically every business. The firms whose truck bodies are shown in the caravan are: The San Antonio Body Company, San Antonio, Tex.; Martin Wagon Works, Lufkin, Tex.; Edward Wheel and Body Works, Dallas, Tex.; Martin-Barry Body Corporation, Houston, Tex.; Woodward Body Works, Austin, Tex., and Hercules Body Corporation, Evansville, Ind.

NEW TIRE STORE

Springfield, Mass., Sept. 8.—Irving Greenberg, formerly with the Weiner Tire Company, has opened a tire store, to be known as the City Tire Company, on Dwight Street. The new store will carry G. & J. tires.

Tire Dealers of Nashville Elect

Nashville, Tenn., Sept. 8.—The Nashville Tire Dealers' Association met recently at the Hermitage Club in a get-together and dinner party, and elected and installed new officers. E. Cliff Hancock of the Hancock Tire Company, on Broadway, a Firestone dealer, is the new president. He succeeds J. Y. Crawford of the J. Y. Crawford Tire Company, on Broadway, a general dealer. Mr. Crawford's administration has been a fine one, and a splendid working harmony exists in the Nashville tire and accessory trade.

Tim White, who is secretary of the Nashville Auto Trades Association, is also secretary of the local tire dealers. Mr. Hancock is a vice-president of the tire division in the Nashville Auto Trades Association, which has a vice-president for each affiliated branch of the trade.

At the annual meeting the Nashville tire dealers passed a resolution looking to protection in values, which they propose to pass on to the manufacturer that they may have a reasonable profit and overhead which they express fears is gradually threatened by trade methods that obtain.

Both Nashville and Memphis will send large delegations to the National Tire Dealers' Annual in Louisville in November.

SCHENUIT CO. ANNOUNCES NEW HEAVY-DUTY TIRE

Baltimore, Sept. 8.—The F. G. Schenuit Rubber Company, manufacturer of double grip tires, has announced the addition of a new line of heavy duty tires, to be known as the Schenuit Regular. This is supplementary to the Schenuit extra heavy duty tire.

The Regular resembles its mate in appearance and tread design, but it is made for lighter service than the big unit.

INDIANA CHECKS ON BUS LICENSES

Vehicles From Outside Of State Required To Carry Plates

By KENT PRESS

INDIANAPOLIS, IND., Sept. 8. —Representatives of the secretary of state's office have been sent to the northern part of Indiana to enforce among interstate bus companies operating in Indiana the state automobile license law, which requires outstate buses doing business in Indiana to carry an Indiana license.

This action is in accordance with an opinion given by the state legal department to the effect that buses from other states operating in Indiana without an Indiana license should be required to register in this state and pay for the license here.

J. Reid McCain, secretary of the Public Service Commission, said after an investigation in Northern Indiana that he found three companies operating about 125 buses into Indiana from adjoining states without paying the license.

"These buses should be required to pay for using the highways of Indiana at the same rate required from operators of intrastate buses and should be required to carry Indiana licenses," the legal opinion said. The fee in Indiana is $6 a seat per year.

In another opinion to the secretary of state from the attorney general it was held that contractors operating trucks on closed Indiana roads on construction work under foreign licenses need not buy an Indiana license, but that if the trucks operate for longer than sixty days they must have an Indiana license before they can be driven over state roads out of the state.

Calendar of Coming Events

AUGUST

27-Sept. 10—**Toronto, Canada.** Canadian National Exhibition in connection with the Diamond Jubilee of Confederation.

SEPTEMBER

—**Indianapolis, Ind.** Race for oil-motor-propelled vehicles, Indianapolis Speedway.
6- 8—**Detroit, Mich.** American Chemical Society, convention.
6- 9—**New Haven, Conn.** Machine tool exhibition.
7- 9—**New Haven, Conn.** American Society of Mechanical Engineers, machine shop practice.
10—**Detroit, Mich.** American Automobile Association, race.
12-14—**Delaware Water Gap, Pa.** Automotive Electric Association, general meeting, Buckwood Inn.
12-17—**Amsterdam, Holland.** International Congress for Testing Materials.
14-15—**Cleveland, O.** Ohio Council National Automobile Dealers' Association Convention.
14-16—**Atlantic City, N. J.** Twenty-fifth Annual Meeting of the National Petroleum Association, Hotel Traymore.
14-16—**Detroit, Mich.** Motor and Accessory Manufacturers' Association, credit convention.
19—**Charlotte, N. C.** American Automobile Association, race.
19-20—**Johnstown, Pa.** Pennsylvania Automobile Association, Eighth Annual Convention.
19-20—**Cleveland, O.** Society of Automotive Engineers, production meeting.
20—**Cleveland, O.** Society of Automotive Engineers, boat ride, from Cleveland to Detroit.
21-22—**Detroit, Mich.** Society of Automotive Engineers, production meeting.
19-23—**Cleveland, O.** National Machine Tool Builders' Exposition, Public Auditorium.
19-23—**Detroit, Mich.** American Institute of Mining and Metalurgical Engineering convention of Metals Division, Book-Cadillac Hotel.
19-23—**Detroit, Mich.** National Steel and Machine Tool Exposition.
19-23—**Detroit, Mich.** American Welding Society, convention, Book-Cadillac Hotel.
19-24—**Detroit, Mich.** American Society for Steel Treating, convention, Convention Hall.
23—**Spokane, Wash.** Society of Automotive Engineers, aeronautic meeting.
24—**Atlantic City, N. J.** American Automobile Association, race.
26-30—**Chicago, Ill.** National Safety Council, convention, Hotel Stevens.

OCTOBER

1—**Pottstown, Pa.** Automobile race.
1—**Brookslands, England.** British Grand Prix Race.
3- 7—**Cleveland, O.** American Electric Railways Association, Forty-sixth Annual Convention, Public Auditorium.
5—**Milwaukee, Wis.** Society of Automotive Engineers, sectional meeting, Milwaukee Athletic Club.
6—**Aberdeen, Md.** Society of Automotive Engineers, joint meeting with Army Ordnancee Association
6-16—**Paris, France.** Paris Salon, Grand Palais.
8-23—**Dallas, Tex.** Dallas Automotive Trades Association, annual show; J. H. Connell, manager.
10-13—**St. Louis, Mo.** American Society of Mechanical Engineers, First National Fuels meeting.
12—**Salem, N. H.** American Automobile Association, race.
14-22—**London, England.** Olympia Passenger Car Show.
17-20—**Atlantic City, N. J.** National Hardware Association, convention, Marlborough-Blenheim.
17-18—**Rochester, N. Y.** New York State Automobile Association meeting.
18-20—**New York city.** Society of Automotive Engineers, aeronautic meeting.
18-21—**Los Angeles, Cal.** Fourth Annual Automobile Salon of the Los Angeles Motor Car Dealers' Association, Hotel Biltmore.
20-22—**Montreal, Canada.** American Gear Manufacturers' Association, convention, Mount Royal Hotel.
25-27—**Chicago, Ill.** Society of Automotive Engineers, transportation, Hotel Sherman.
31-Nov. 4—**Washington, D. C.** Senate and Congress Committee Hearing on Excise Tax.

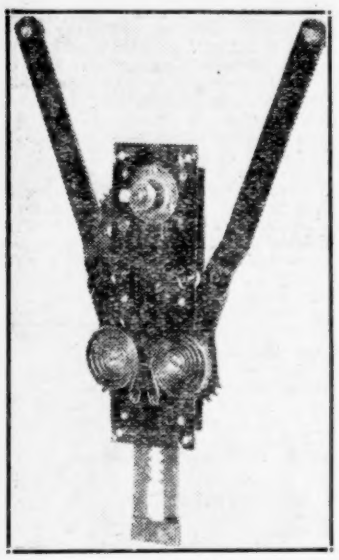
NOVEMBER

7-12—**Chicago, Ill.** Automotive Equipment Association, exposition, Coliseum.
11—**Charlotte, N. C.** American Automobile Association, race.
14—**Louisville, Ky.** Solid Tire Dealers' meeting.
14-15—**Chicago, Ill.** National Association of Finance Companies, convention, Congress hotel.
14-16—**London, England.** World Motor Transport Congress.
14-19—**Cleveland, O.** National Standard Parts Association, annual convention and exposition, Convention Hall.
15-17—**Louisville, Ky.** National Tire Dealers' Association, convention.
17-26—**London, England.** Olympia Truck Show.
21-26—**Chicago.** International Travel Exposition, Hotel Sherman.
24—**Los Angeles, Cal.** American Automobile Association, race.
27—**Los Angeles Cal.** American Automobile Association, race.

New Automotive Equipment

This department is devoted to the newest development in automobile accessories, replacement parts and shop equipment. Its columns are open to manufacturers, who are invited to submit descriptions and illustrations of their latest products.

DOUBLE-ARM TYPE WINDOW REGULATOR



Of sturdy construction, this regulator, designed for bus and public-vehicle installations, lifts the average glass in six turns. It is also suitable for use with passenger-car large door, quarter, and division glasses as well as with convertible glass frame not having substantial guideways above the belt.

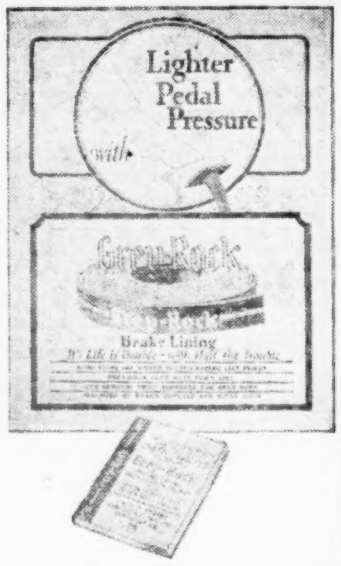
Glass travels varying up to 26 inches can be attained by the use of different length arms. The standard arm lengths of the regulator are 9 and 11 inches, made of 1 by ⅛-inch stock, but these can be changed to suit special body conditions. Where arm lengths over 11½ inches are necessary, arm stock of 1⅛ by 5-32-inch is used.

A novel feature is the floating rack construction. This permits the gear sectors attached to the arms to overlap each other, making possible the maximum of lift for a minimum glass width. The teeth of the rack are of the stub type.

The back plate has six holes for mounting purposes. Screws, bolts or rivets may be used for attaching the regulator which can be mounted on wood bars, angle irons, band iron straps, or directly on metal panels.

The regulator is made with various handle stems to fit all standard handles. The arm rollers are of the standard Dura spring type, which prevent rattles in case of imperfect alignment of regulators in bodies. The counterbalance springs are of the conventional type and strong enough to lift glasses of double the weight of standard passenger car sizes. Channel in various lengths of all standard types using two Dura spring roller retainers can be supplied. The Dura Company, Toledo, Ohio.

GREY-ROCK LINING CHART



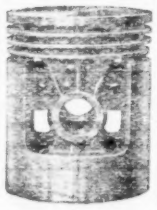
This data chart, which may be folded in book form for desk use or hung on the wall, gives complete information regarding Grey-Rock brake linings and clutch facings, stating list prices, cut-length price schedules, flat-rate prices for relining any make or model of car, and kindred information. It includes a tabulation of brake-trouble causes and cures. Sent free to the trade on request. United States Asbestos Company, Manheim, Pa.

CENTER-BEARING END-PLAY SHIM

This improved shim is claimed to give perfect fit on the large majority of caps and is designed to keep and play out of the crankshaft for a long time. It is made of a hard and tough material and can be in stalled in fifteen minutes, making it a desperate item for the flat rate repair shop. Oestern Company, Dubuque, Ia.

STRUT-TYPE PISTON

Announcement has just been made that Permite Strut type pistons are now made in such sizes as to make them available to serve as duplicates for stock Strut-pistons used as standard equipment by various automobile manufacturers. Aluminum Industries, Inc., Cincinnati, O.



SHALER LOCK BUSY ON CHRYSLER ORDER

Milwaukee, Wis, Sept 8—An order for 98,000 automobile motor locks is being filled at the rate of 500 locks a day by the Shaler Lock Company.

The order comes from the Chrysler Motor Company which will use them as standard equipment on two of its models, with the possibility of later adding them to all models.

SPOHR NAMED WESTERN BLACKHAWK SALES MGR.

Chicago, Sept. 8.—Word has been received at the headquarters here of the Automotive Equipment Association of the appointment of George A. Spohr of Oakland, Cal., as Western sales manager for the Blackhawk Manufacturing Company of Milwaukee. The firm also announces that Lee R. McCullough will represent it in the territory formerly in charge of E. R. Abel. This territory comprises the states of Wisconsin, North and South Dakota, Minnesota and Iowa.

Obituary Notes

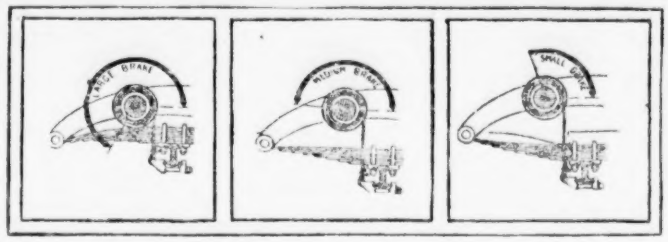
GERALD J. MARCY

Meriden, Conn., Sept. 8.—Gerald J. Marcy, formerly identified with the Rome (N. Y.) Brass and Copper Company in an executive capacity, died yesterday at his home in Meriden, Conn., following a stroke of paralysis. He was 69 years old. For over twenty-five years he was a superintendent in the employ of the Rome Brass and Copper Company, returning to Meriden twenty-one years ago to take the management of the rolling mill at the plant of the Edward Miller Company.

DELBERT L. BLAKELY

Massena, N. Y., Sept. 8.—Delbert L. Blakely, superintendent of the rolling mill at the plant of the Aluminum Company of America, Massena, N. Y., died yesterday at his home following a brief illness. He had been in the employ of the company for the past twenty-five years, gaining rapid promotion through his keen business ability. His death resulted from the after effects of an operation for abdominal trouble.

WATSON TYPE AA STABILATOR, operating on the principle of proportional control of spring recoil by friction, offers a braking action commensurate to the effects of small, medium and large bumps, as indicated at left, center and right. It is available for short-wheelbase cars at $28 for a set of four.



John Warren Watso n Announces New Type AA Stabilator for Light Cars

PHILADELPHIA, Sept. 8.—The John Warren Watson Company today formally announced the new Type AA Stabilator, designed for exclusive use on light cars. The company states that the new device meets a problem, the solution of which has not been attempted in the past, namely, the overcoming of road shocks for short-wheelbase automobiles.

The same principle of proportional control of springs by friction, that underlies the heavy-duty stabilator, is used in the Type AA. Automatic friction control makes use of the friction of a brakeshoe against a brakedrum to absorb the energy of shocks and disperse it as heat radiation. The accompanying illustrations show the exterior of the new product, as well as its proportional reaction to road shocks of varying intensity.

There is no wear, according to the manufacturer, except in the

TYPE AA STABILATOR

brakeshoe which consists of fabricated lining compounded with a specially prepared material that makes for noiselessness without impairing braking power. The drums are stationary, being welded in place, and are rustproofed by the Parker process, as are all other metal parts except the spring, which runs in grease. The strap which connects the end of the brakeshoe to the axle is subject to straight down pull only and therefore free of friction wear.

The Type AA stabilator is now available for installation on Chevrolet, Chrysler, Dodge, Essex, Nash, Oakland, Oldsmobile, Pontiac, Star, Whippet, and Wolverine cars, at $28 for a set of four.

CAR DEALERS INVITED TO A. E. A. EXPOSITION

Chicago, Sept. 8.—At a meeting of the executive committee of the Automotive Equipment Association Monday it was decided to conduct two invitation evenings for automobile retailers and service men at the annual exposition to be held at the Coliseum. The evenings of November 8 and 9 are announced. Last year only one evening was devoted to the automobile men. It was the first time an evening session had ever been held and, incidentally, the initial admission of motor car dealers and service men to the exposition, which is a closed show. Invitations to the trade will be extended by the jobbers.

ADDS TO LINE

Philadelphia, Sept. 8.—R. S. Sayer, Jr., of 1501 Fairmount Ave. has secured distribution rights for eastern Pennsylvania for Allen shutter fronts; Heat-Rite hot water heaters and the American manifold heater.

ENTERTAINS DEALERS

Harrisburg, Pa., Sept. 8 (U. T. P. S.).—The General Auto Supply Company, 124 South Cameron St., of which R. W. Shriner is manager, entertained more than fifty Spartan radio dealers and salesmen at the Colonial Country Club, Harrisburg, last week. The company is the Spartan distributor for this territory.

NEW A. E. A. CATALOGUE NOW IN PREPARATION; WILL BE IN 3 LANGUAGES

Chicago, Sept. 8.—Announcement is made by the Automotive Equipment Association that Universal Catalogue 'D' now n course of preparation, will contain 800 pages and will be compiled in English, French and Spanish.

"The catalogue, which will be considerably larger than any heretofore published, will be pre-eminently a manufacturer's book," said Commissioner William M. Webster. "The distribution is planned to include the largest jobbers and importers in the world. Many of the products listed are being offered to the export trade for the first time and require a more detailed explanation than is necessary to the domestic trade.

"The English section of the book is practically completed as far as typesetting is concerned. There are yet only a few alterations to be made. The French and Spanish sections are well advanced. Distribution will be effected before the November show."

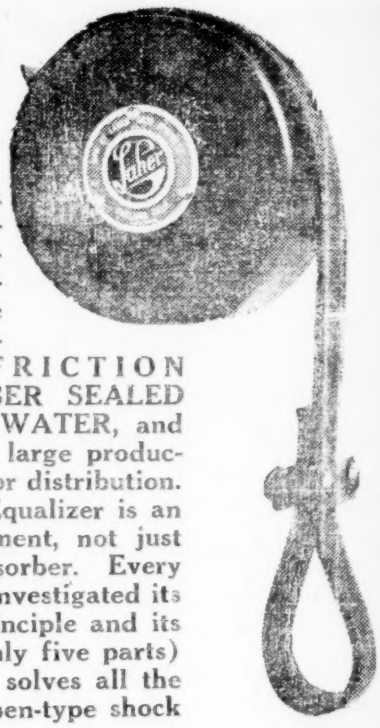
STEWART-WARNER SERVICE

Baltimore, Md., Sept. 8.—Announcement was made here today that the Stewart-Warner Speedometer Company of Baltimore has taken over sales and service for Stewart-Warner products at Washington, D. C. W. H. Humphries has been sent from Baltimore to take charge of the branch in the capital.

USE AUTOMOTIVE DAILY NEWS CLASSIFIED ADVERTISEMENTS.

NOT JUST ANOTHER SHOCK

LAHER Road Equalizers Now Ready for the Market



After receiving a two-year test to determine its worthiness under all driving conditions, the Laher Road Equalizer—the ONLY FRICTION SHOCK ABSORBER SEALED AGAINST MUD, WATER, and SAND—is now in large production and is ready for distribution. The Laher Road Equalizer is an exceptional instrument, not just another shock absorber. Every engineer who has investigated its conical bearing principle and its simplicity (with only five parts) has agreed that it solves all the problems of the open-type shock absorber.

Advanced Construction—

These features, which set the Laher Road Equalizer apart from other shock absorbers, are quickly recognized as being advantages to the re-seller.

1. Enclosed against mud, water and sand.
2. Oilless bearing, making servicing unnecessary.
3. Patented conical bearing principle giving lightning recoil AUTOMATICALLY.
4. Strap on outside to eliminate all chance of cutting.
5. Built in every detail to last the life of the car.
6. Positively NO noise.

ACT on this opportunity! We have reason to believe that the entire U. S. Territory will be quickly closed. Communicate direct with Laher Auto Spring Co., Inc.

MAIN FACTORY:
26th and Magnolia Sts., Oakland, Calif.

Oppose Flat Rate License in Oregon

Portland, Ore., Sept 8 — The question of lowering the Oregon license has again come to the fore* The Oregon Automotive Conference, the group including the Portland and Oregon automobile dealers' associations, the Portland Automotive Trades Association, the Oregon Motor Stage Association, the Oregon Auto Freight Association and similar representative bodies, is opposed to the advocated change to a flat $3 fee.

This, it is claimed, would be putting a personal tax on automobiles besides to allow enough funds to keep up the highways. It is possible, however, that a 50 per cent. reduction with a higher gasoline tax may be sponsored by this association, as there is considerable talk along that line. The present gasoline tax is 3 cents per gallon.

CLASSIFIED ADVERTISEMENTS IN A. D. N. BRING RESULTS.

CITY IN NEW JERSEY TO TEST RIGHT TO LEVY TAX ON CARS

Passaic, N. J., Sept. 8.—The Board of Commissioners of this city, in an attempt to test the constitutionality of the law enacted by the last Legislature, depriving municipalities of the right to levy a personal property tax upon automobiles, announced that they will impose the tax as usual and sue delinquents.

The repealer was the compromise measure which won over the legislators opposed to the imposition of a 2-cent gasoline tax as a part of the plan to finance the new highway plan. The measure means a loss of $2,000,000 in ratables to the city of Passaic.

Daytona Beach, Fla., Sept. 8.—Dan Hornsby has been appointed manager of the Daytona Beach branch of Quinn R. Barton, Inc., International truck distributor.

GREAT LAKES SHIPPERS' INDUSTRIAL BOARD MEETS IN DETROIT SEPTEMBER 28

Detroit, Sept. 8.—September 28 has been set as the date for the meeting in Detroit of the Great Lakes Shippers' Industrial Board. Representatives of industries with aggregate annual output running into billions of dollars will be present, and Kenneth A. Moore will preside as president.

A special committee headed by L. G. Macomber will handle the details of the Detroit meeting, which will include an evening banquet. Frank E. Robson, general counsel of the Michigan Central, Detroit, will deliver a brief address at the opening session.

Working in conjunction with Mr. Macumber's committee are the Detroit shippers' conference of the Detroit Board of Commerce; the Michigan Manufacturers' Association; the Milwaukee Junction Manufacturers' Association; the Traffic Club of Detroit, and the Motor Cities Traffic Club. The two last will be sponsors for the banquet.

TAXI COMPANIES UNITE TO REDUCE ACCIDENTS

Chicago, Sept. 8.—Announcement is made by John G. Williams, executive secretary of the National Association of Taxicab Owners, with headquarters in this city, that five territorial associations of taxicab owners, embracing the leading companies in fifteen states and the District of Columbia, have united with the national organization to advance safety measures to cut down traffic accidents. The efforts of the six bodies will also be devoted to the solution of other important problems of the taxicab industry.

SPARKS

(Continued from Page 2)

heaters for all conditions, and these are attractively shown, so that the people interested in them can see them without the trobule even of going into a permanent display space. The plan has been to make a brief stop in important towns, announce the presence of the van, and tell visitors what they want to know. The van is completing its first transcontinental trip and the sales department reports that its innovation has proved entirely successful. "Product to the prospect" is a modern sales slogan and this is made possible by the motor vehicle.

* * *

At a cost of a million dollars, the Eagle underpass, perhaps a memory of the time when the company made Eagles for naval use in the war, has been completed by the Ford Motor Company at the Fordson plant. The subway is at the eastern entrance to the plant and permits traffic to have immediate access to the main entrance. Its completion makes it possible for the department of street railways to handle between 300 and 400 people a minute. As many as 80,000 men can be taken care of in a working day.

The underpass separates vehicular, street car and pedestrian traffic from the yard railroad tracks. It is 278 feet long and provides for eighteen rail lines, besides an overhead vehicular roadway, twenty feet wide. Below the tracks are five traffic lanes.

* * *

Truly, we live in an amazing age. Word comes that the entire family of Fred Hicks, Detroiter, consisting of himself, his wife and their nine children, took an air trip in the same plane the other day, flying over Detroit and looking down in more senses than one on the crawling automobiles below. Their vehicle was a three-engined Ford monoplane and their soaring lasted more than half an hour. The trip included a bird's eye view of the Hicks home. Mr. Hicks says that he thinks he will have to buy a plane to keep peace in the family. Since the Lone Eagle appeared in Detroit, the nine youngsters have kept up an incessant importunity to be taken up in the air.

WISCONSIN AXLES

GREATER profits through lower operating and maintenance costs. For all speeds and for all loads, a Wisconsin Axle is available to effect these economies. Write for our replacement data.

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SHULER FRONT AXLES

Our best salesman is a Sample Shuler Front Axle. He will gladly be sent to interested parties.

SHULER AXLE COMPANY
Incorporated
Louisville, Ky.

Member of Motor Truck Industries, Inc., of America

JULY, 1927, NEW COMMERCIAL CAR REGISTRATIONS

Readers should note that figures covering new trucks will differ somewhat from retail sales reports of individual companies.
Figures from R. L. Polk & Co. of Detroit, with the exception of Illinois, which is supplied by the Robinson Service.

States	Acme	Autocar	Brock-way	Chevrolet	Dia-mond-T	Federal	Ford	Garford	Graham	G. M. C.	Indiana	Inter-national	Mack	Pontiac	Reo	Republic	Ruggles	Selden	Sterling	Stewart	White	Yellow	Miscel-laneous	Totals	States
Alabama				85			85		8	4		16		2	1						4		3	208	Alabama
Arizona				34			31		27	4		2		1	1					1	2		4	107	Arizona
Arkansas				188		4	340		51	7		22	3	1	3	1					4		22	646	Arkansas
California	3	19		293		27	267		290	70	6	32	28	11	49	7	5		19	7	46	5	219	1403	California
Colorado				192		2	80		49	10	1	11		1	5						5	1	6	365	Colorado
Connecticut	4	10	2	129		14	99	3	96	20	3	17	23	11	38				1	9	15		24	518	Connecticut
Delaware				27	1		28		5	5		3			1	1						1	2	74	Delaware
Florida				64			88		19		3	20		3	3	1	4				8		4	217	Florida
Georgia				51		1	73		11	4	1	4	1	3	2						5		5	161	Georgia
Idaho				39			36		19	1		10		3	1	1					4		7	121	Idaho
Illinois		10		495	71	10	448	1	99	19	10	113	47	28	28	3			8	2	32	12	124	1565	Illinois
Indiana				252	3	7	206		77	19	13	32	1	10	16					3	2		16	657	Indiana
Iowa				296		3	151		68	17		96	10	2	17	1				1	1		19	682	Iowa
Kansas				314	3		326		60	10	3	41		4	4						2		13	780	Kansas
Kentucky	1			120		5	80		42	6	5	18	4	4	10	1				2	4		17	319	Kentucky
Louisiana				121		1	105		20	5		23	5	5	1						12		2	300	Louisiana
Maine				113		3	67	1	31	9		13	4	5	22			2			1		5	276	Maine
Maryland	1	7	4	107	1	16	98		45	9	1	24	8		18	5				1	18	1	10	374	Maryland
Mass'setts		40	14	200	1	22	195	2	159	43	2	49	37	12	73		1	2	7	12	37	4	39	951	Masschusetts
Michigan		1		342		31	189		113	34	5	50	14	19	55	5	8				15	2	68	951	Michigan
Minnesota				103	1	1	70		20	6		20	9	2	3	1					4		6	246	Minnesota
Missouri				219	23	8	142		60	12		24	10	3	14	3					19	3	15	555	Missouri
Montana				53			49		16	4		20		1	3								4	150	Montana
Nebraska				342		2	213		53	24		38	8	1	14						8		23	726	Nebraska
Nevada				9			15		8	5		3		1	1						1		2	45	Nevada
N. Hamp.		1	41			2	20	1	18	4	1	4	4	1	2					1	2		5	107	N. Hampshire
New Mexico			43			11			14			9												77	New Mexico
New York	14	54	138	856	43	45	1036	7	508	92	2	200	154	73	106	14		36	10	55	165	7	289	3910	New York
No. Carolina	4	1		452		11	603		124	18	1	32	1	4	8	5					11	4	8	1292	North Carolina
N. Dakota				22		1	24		3	1		14		1										66	North Dakota
Oklahoma				337		2	339		112	9	2	44	13	7	7	2		2			6		5	887	Oklahoma
Oregon				154		15	98		83	14		12	9	2	5	4					15	4	22	437	Oregon
Penn'vania	5	27	19	476	2	23	273	7	295	43	1	117	39	32	46	9		2	5	27	50	2	86	1586	Pennsylvania
Rh. Island		5	6	40	2	4	46	1	31	7		6	4	2	15			1		7	7		4	188	Rhode Island
So. Carolina				119			128		16				6	3	1						2		3	278	South Carolina
S. Dakota				65			28		12	2		16		2	1								1	127	South Dakota
Tennessee				133		7	64		33	18		16	7	2	3						14		2	299	Tennessee
Texas		3		605		11	489	1	93	15	8	63	10	10	18	5				2	28	6	21	1388	Texas
Utah				49			36		28	3		8	2	2	4								6	138	Utah
Vermont			1	12		1	36		15	2	1	11	2	4	7								3	95	Vermont
Virginia		5		177		2	244	1	39	4	1	17	3	3	1	3				1	4		10	515	Virginia
Washington				114		8	99		49	10	3		3	4	7		3				11		20	331	Washington
W. Virginia	2			200		3	111	5	53	12	13	46	2	3	9	7	2			6	24		24	522	West Virginia
Wisconsin				235	28	6	203		63	11	3	56	17	8	13	2	1		9	8	6		30	699	Wisconsin
Wyoming				17			15		18	4		3	2	1	1						4		3	68	Wyoming
Dist. of Col.		1	1	57		3	31		11	22			3	1	10	1					3		2	146	Dist. of Col.
Totals	34	184	269	8308	179	312	7409	30	3064	638	89	1380	495	298	647	82	24	45	68	145	598	52	1203	25553	Totals

SHOP EQUIPMENT BUYERS' GUIDE

Car Owners Patronize Independents In Belief They Are Getting Better And Cheaper Service, Says Shattuck

By C. P. SHATTUCK

AS POINTED out in the previous article, thousands of cars of all makes and models are being serviced by the independents.

Why? Eliminating the usual explanations which were lightly touched upon in the previous article and coming down to the root of this service subject it will be found upon careful analysis that the independent gets the business because he has the confidence of his customers.

Turn to any modern dictionary and carefully read the definition of this word confidence. It is, "The state or feeling of trust or reliance upon another person; assurance or belief in a person or thing, as in the purpose or ability of another. . . A state of good faith or trust between persons."

If the car owner drops the car dealer's service and goes to an independent, and pays as much or more for the same character and quality of work, and continues to patronize the independent, then it must be because he has confidence in the shop, its executive and the ability of the mechanics. There must exist a state of good faith or trust between the two contracting parties. How else can it be explained?

Dozens of the friends and acquaintances of the writer patronize the independents and when pressed for a reason invariably say that they know Bill, Tom, or Jim does mighty good work, gives them their money's worth and are mighty accommodating. But invariably these owners cannot produce evidence that the work is better or cheaper than that turned out by an efficient dealer's service station.

But these owners are convinced in their own minds they are getting a better and cheaper service.

A dozen examples could be quoted as to how effective this confidence is, but one will suffice. An acquaintance of the writer owns the same make and model car as does the writer. In discussing service as owners invariably do it developed in the conversation that this owner, whom we will call Brown, had been experiencing engine trouble. He is the type that procrastinates when it comes to service.

He called at the dealer's service station and was informed that certain operations were essential. But the cost was what this owner looked at, not results. So he went to another shop, and this service expert listened to engine and the story of Brown. Brown, of course, stated that he thought the car dealer's price was robbery. Now the shop head did not directly agree with Brown but indirectly he did by stating he could do the job for much less. And he got the work. And he made a decided hit with Brown by informing him that he would give the job his personal attention.

Oh, yes, Brown got his money's worth, but it was incompleted service for a part that should have been renewed was repaired, and, consequently, the repair did not endure as would have the new part. And so in time Brown went back to the shop, and this time a new part was absolutely necessary and was put in. And Brown paid twice for labor on the same operation! And the total cost of the service was nearly double the price quoted by the car dealer's service station.

Brown believed this shop head when the latter told him a new part was necessary. And the shop head, not being interested in the particular make of car, and in only keeping his shop busy, very cleverly explained to Brown that ordinarily a repair of the part was O. K., but it must have been a case of poor material. And as the warranty had long since expired, Brown had no chance to check it up with the dealer. If he had done so, brought in the part the service head of the dealer could have supplied him with some interesting information.

Brown continues to patronize the same shop because he has confidence in its head. And there are many Browns, to say nothing of Smiths, Whites, Pinks and Greens, who have confidence in shops costing more in the end for service than with the car dealer's service station.

Granting it is the lack of confidence of some owners in the service of the dealer from whom the car was purchased, who is responsible for it? Is it the service department, sales or the dealer?

SPLITDORF BUYS OUT PERFECTION APPLIANCE

Newark, N. J., Sept. 8.—The Splitdorf-Bethlehem Electrical Company announced purchase by the company of the Perfection Appliance Company of Detroit, manufacturer of electric ironing machines for household use. This marks the introductory step of the Splitdorf Electrical Company in the electrical household equipment field.

OFFICIALS VISIT PLANTS

Los Angeles, Cal., Sept. 8.—J. C. Hughes, president, and Louis S. Budo, vice-president and general manager of the Coast Tire and Rubber Company, left recently for the East where they will make a survey of business conditions, and will inspect some of the larger tire plants of Akron, O. ....

Much Educational Work Still to Be Done on Lubrication of Automobiles

DESPITE the fact car manufacturers present the owner with complete lubrication data, diagrams and instructions, and the refining companies spend thousands of dollars in educational messages, the average owner procrastinates when it comes to lubrication of the chassis other than the operation dealing with the engine.

And much time and money were spent in putting the "change the oil every 500 miles" campaign across.

The adoption of the cowl reminding lubrication card is educating the car owner, but even this system requires more or less merchandising. Owners do not like to buy oil or grease. It's an expense. And while many believe in systematic lubrication they simply procrastinate.

The first step in selling the economy-low-maintenance-costs to the procrastinating type of owner is the employment of what is called the pocketbook appeal. There is a service manager of a well known make of car and located up-state in New York who several years ago put across a lubrication service.

Being quite familiar with the psychology of the car owner, and knowing they had to be shown, he selected a list of owners who had confidence in the service station and its manager. In brief the plan was to correctly lubricate these new cars for a period of several months and to keep a record of their service costs.

Another set of cars was selected, owned by these owners who neglect lubrication. The service costs, labor and parts were compiled. These figures were set down side by side, added up, and the difference between the correctly lubricated and the neglected was shown. The mileages were included, of course.

A series of form letters was then compiled. These were headed with the statement that "Mr. John B. Williams, 234 Main St., had operated his model......car for...... miles and his service costs—repairs—was but......."

The letter went on to state that owner No. 234 bought his car at the same time, had driven less miles than Williams, and his repair bills were three times that of Williams'. And the letter pointed out that there was a reason. If the owner would drop in to the service station and see the service manager he would explain how the owner could operate his car as long and as cheaply as did Mr. Williams.

These letters brought the owners in. Of course, there had to be follow-ups and calls on the owners, but this is essential in any sales campaign. Now when the owners came in the cost records were spread out and the owners shown with figures what correct lubrication meant in low maintenance costs.

This campaign did not get across in a few days. It took time, as does any sales plan aimed at changing the habits of the car owner. But the majority of the owners were sold. Maintenance costs came down. And a feature of the campaign was that it brought back customers who had not visited the service station for months.

ACCEPT A. E. A. INVITATIONS

Chicago, Sept. 8. — Automotive Equipment Association officials report an active response to the recent invitations mailed to overseas correspondents to the convention and exposition to be held in Chicago the week of November 7. Australia, Chile, Mexico, Cuba and England have been heard from.

HOUDAILLE DISTRIBUTOR

Buffalo, N. Y., Sept. 8.—The Williams Sales Company, Syracuse, N. Y., prominent in the automobile accessory field, has been appointed distributor for Houdaille shock absorbers in the central New York territory.

Orders Inquiries

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Gives counts and prices on over 8,000 different lines of business. No matter what your business, in this book you will find the number of your prospective customers listed.
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AUTOMOTIVE DAILY NEWS,

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Kellogg Rapid Engine Cleaner

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PARTS BUYERS' GUIDE

Service Men Should Stress Spring Replacement Need

By JOHN WORTHING

CLOSE to 40 per cent. of passenger cars operating in the United States today have been manufactured within the past four years.

This means that more than half of the vehicles on the road are, what it is no offense to term, old cars, though lots of them have many thousands of miles left in them. On the other hand, quite a number of cars built later than 1923 have "died the death," not through inherent faults of design or manufacture, but because of insufficient care on the part of the owners that operated them.

Again, there are hundreds of thousands of automobiles built in or before 1920 running around and giving satisfaction, bearing out the claim that the service you get out of a car depends largely upon the driver.

This condition is best illustrated by those parts of the car, the care of which is not exactly the most comfortable job, though it does not call for any technical skill. Judging by general experience, it would seem as if the springs test and invite a driver's negligence. The proper lubrication of spring and shackle bolts being a simple but, in a way, a dirty job, it is overlooked consciously by millions of drivers, with an obvious result.

The result, foreshadowed by squeaks and decreased riding comfort, is often the breakage, if not of a spring, at least of a leaf or two. It is of course possible to continue riding on such a spring.

When it is pointed out to the car owner, however, that the investment in a new spring for a car that is still performing with a general degree of satisfaction increases both his comfort and the life of the automotive mechanism, surprising little salesmanship is necessary to put over a sale, in many a case.

Spring replacement is tied up to advantage with axle and brake service. The owner who readily calls for these is, mechanically and psychologically, likely to visit the service man for advice and assistance.

In going in for spring replacement, the service man should go over the available replacement parts with no less care than he should devote to the selection of a limited number of car makes which he chooses to service.

Specializing on spring service of every car which is being manufactured is a laudable program, but requires considerable capital and organization.

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More speed . . . No regrinding
Silent . . . . Easily installed
Write
BOYLE VALVE COMPANY
5817 South Ada St., Chicago

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NIAGARA MOTORS CORPORATION,
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Gas Tax Has Invaded 46 States and National Capital

NEW YORK, Sept. 8.—The increasing popularity among state legislators of gasoline taxes upon automotive vehicles as a means of raising funds for highway improvement and other requirements is strikingly shown in a table just compiled by the Bureau of Public Roads, Department of Agriculture.

New York and Massachusetts are the only states in which no tax has been imposed upon this commodity. In five other states a levy ranging as high as 5 cents per gallon is already imposed. This charge at the current rate of motor fuel represents a tax of from 25 to 30 per cent. and in some cases 35 per cent. of the cost of the fuel itself.

While in the majority of states the gasoline tax at present averages 2 to 3 cents a gallon, there seems a tendency on all sides to increase this charge each year until the highest possible revenue is attained. Up to this time there seems to have been no effort to go beyond the 5 cent limit, while six states have imposed a 4 cent tax, two others a 3½ cent tax and one 4½ cents.

The list of states now having gasoline taxes, with the rate in cents per gallon, is as follows:—

Tax rate Cents.	States.	Date effective.
5	—Arkansas	June 9, 1927
5	—Florida	July 1, 1927
5	—Kentucky	Feb. 21, 1926
5	—New Mexico	Mar. 7, 1927
5	—South Carolina	Mar. 23, 1925
4½	—Virginia	Mar. 10, 1926
4	—Alabama	Jan. 25, 1927
4	—Idaho	Feb. 28, 1927
4	—Maryland	April 1, 1927
4	—Mississippi	April 1, 1927
4	—Nevada	April 1, 1925
4	—North Carolina	Feb. 21, 1925
4	—South Dakota	July 1, 1927
4	—West Virginia	July 1, 1927
3½	—Georgia	Aug. 26, 1925
3½	—Utah	April 1, 1925
3	—Arizona	June 9, 1923
3	—California	July 29, 1927
3	—Colorado	May 1, 1927
3	—Delaware	Mar. 24, 1927
3	—Indiana	April 1, 1925
3	—Iowa	July 4, 1927
3	—Michigan	Sept. 4, 1927
3	—*Maine	July 11, 1925
3	—Montana	Jan. 1, 1927
3	—New Hampshire	May 1, 1927
3	—Ohio	May 11, 1927
3	—Oklahoma	Mar. 23, 1925
3	—Oregon	May 24, 1923
3	—Pennsylvania	July 1, 1927
3	—Tennessee	Feb. 9, 1925
3	—Texas	Mar. 16, 1927
3	—Vermont	July 1, 1927
3	—Wyoming	Mar. 1, 1925
2	—Connecticut	July 1, 1925
2	—Illinois	Aug. 1, 1927
2	—Kansas	May 1, 1925
2	—Louisiana	Aug. 1, 1924
2	—Minnesota	May 1, 1925
2	—Missouri	Jan. 1, 1925
2	—Nebraska	April 1, 1925
2	—New Jersey	July 1, 1927
2	—North Dakota	July 30, 1926
2	—Rhode Island	June 1, 1927
2	—Washington	Jan. 1, 1924
2	—Wisconsin	April 1, 1925
2	—Dist. of Columbia	May 23, 1924

No tax—Massachusetts, New York and Hawaii.

*Due to a petition submitted to the secretary of state, the 4-cent gas tax law did not become effective on July 16, 1927. The tax rate will continue to be 3 cents.

KELSEY-HAYES WHEEL

New York, Sept. 8.—The Kelsey-Hayes Wheel Corporation reports for the six months ended on June 30 net profits of $573,164 after all expenses, but before Federal and Canadian income taxes. This is equivalent after allowing for preferred dividends to $1.26 a share on the common stock. Net sales were $7,476,607.

Rubber Prices

New York City, Sept. 8.—Crude rubber prices on the local markets yesterday held firm despite the apathetic attitude on the part of buyers. The turnover on the exchange totaled only seventy-nine lots or 197½ tons. Small advances in price were made in the morning on steady cables from London with five active deliveries going at ten to thirty points higher. In the early part of the afternoon session the list became somewhat irregular and straightened out later to close steady with prices unchanged to thirty points higher.

In the opinion of many market observers the present firm tone is artificial and has been created by dealers who have propped the market and intend to support it until the present gap in demand has been passed.

The spot month was neglected in yesterday's transactions, and it closed unchanged at 3.80 bid. May led the advance with a thirty-point gain, while November and July closed twenty points higher.

The outside market continued dull, with buyers' ideas of prices well below current offerings. Sellers, on the other hand, were disinclined to shade quotations, with the result that business was particularly quiet throughout the day. Some September sheets were sold at 34⅛c., and in the off grades factories bought Barbours 20 to 33⅝c. In the Paras, dealers were offering Up-river fine at 29½c., but buyers were lacking.

RUBBER EXCHANGE OF NEW YORK

	High	Low	Close	Prev. close
September	....	....	*33.80	33.80
October	34.10	34.00	34.10	34.00
November	34.30	34.30	‡34.40	34.20
December	34.40	34.40	34.40	34.40
January	34.80	34.80	34.80	34.70
February	....	....	†35.00	34.90
March	35.30	35.20	*35.20	35.20
April	....	....	†35.60	35.40
May	35.80	35.70	35.80	35.50
June	....	....	†35.90	35.70
July	36.00	36.00	*36.00	35.80
August	....	....	†36.20	36.10

*Bid. †Nominal. ‡Asked.

OUTSIDE CLOSING PRICES

(Per pound, delivered, New York.)

Plantations—	Bid	Asked
Ribbed smoked sheets, spot	33¾	34⅛
September	33¾	34⅛
October	33⅞	34¼
November-December	34⅛	34½
January-March	34¾	35¼
First latex crepe	33¾	34⅛
Clean thin brown crepe	29⅞	30⅛
Specky brown crepe	29⅝	30
Rolled brown crepe	27½	27¾
No. 2 amber	30	30¼
No. 3 amber	29½	29¾
No. 4 amber	29	29¼
Paras—		
Up-river, fine, spot	29½	30
do coarse	19	19½
Acera, fine	30	30½
Caucho ball—Upper	19½	20
Island, fine	..	23½
Centrals—		
Esmeralda	20½	21
Central scrap	20½	21
Mexican scrap	..	*18
Guayule, washed and dried	..	28
Balata—Block Ciudad	34½	35
Panama	31½	32
Surinam sheet	56	57
Amazon, upper	39½	40
Amazon, lower	22½	23

SCRAP RUBBER

(Dealers' buying prices, per pound, f. o. b., New York.)

Roofs and shoes, black	1.45@1.55
Arctics	.70@ .75
Inner tubes, mixed	4.60@5.00
Inner tubes, No. 1	6.25@6.75
Inner tubes, No. 2	4.75@5.00
Inner tubes, red	5.75@6.25
Mixed hose, soft	.50@ .60
Hose, air brake	1.20@1.25
Tires, standard, black	.80@ .95
Tires, standard, mixed	.80@ .95
Tires, white, mixed	2.00@2.25

*Nominal.

WESTINGHOUSE DIVIDENDS

New York, Sept. 8.—The Westinghouse Electric and Manufacturing Company declared regular quarterly dividends of $1 on common and $1 on preferred.

STROMBERG CARBURETOR NET $107,245 FOR 6 MONTH

New York, Sept. 8.—Stromberg Carburetor Company has declared its regular quarterly dividend of 50 cents, payable October 1 to stock of record September 19.

Stromberg reports for the quarter ended June 30, 1927, a net profit of $62,579 after expenses, Federal taxes, etc., equivalent to 78 cents a share earned on 80,000 shares of no par stock. This compares with $44,666, or 56 cents a share, in preceding quarter, and $201,709, or $2.52 a share, in second quarter of 1926.

The net profit for first six months of 1927 amounted to $107,245 after above charges, equal to $1.34 a share, against $336,206, or $4.20 a share, in the first half of previous year.

Kelly-Springfield Will Show Profit

New York, Sept. 8.—Unless it encounters some unlooked-for adverse developments in the next 2 or 3 months the Kelly-Springfield Tire Company should earn a minimum of $3.50 a share on its 363,840 shares of $25 par common stock this year, with a possibility that final results may equal $4 or better. This would compare with the net loss of $3,439,800 before preferred dividend requirements reported in 1926.

In the first six months of this year results were equal to $1.78 a common share, after allowing for the period's requirements on the two preferred issues.

The outlook for the remainder of the year is good, depending in large measure upon the weather. Should there be a continuation for any length of time of such excellent weather as was general over the Labor Day double holiday, it would greatly increase Kelly's sales. This company's plant and machinery are up to date and in good condition, and the morale of the employes is high. It is in excellent inventory position.

Earnings in the second six months of 1927 will depend, to some extent, upon whether or not the tire companies resort to spring-dating this year.

No dividends have been paid on the first preferred stock since April 1, 1924, so that on October 1, 1927, the accumulation on this issue will amount to 21 per cent., or $619,500. The last payment on the second preferred was made on February 15, 1924, and so the accumulation will total 30 per cent., or $1,579,410 on November 15, next.

In view of the comparatively heavy accumulations on the preferred issues, and in order to have a less unwieldy capital structure, it is believed directors will take steps to recapitalize the company within the next year.

CLASSIFIED ADVERTISEMENTS IN A. D. N. BRING RESULTS.

RANGE OF AUTOMOTIVE STOCKS

NEW YORK STOCK EXCHANGE

Previous, 1927 High	Low	Div.		Sales	High	Low	Close	Net Change
15¾	9½	....	Advance Rumely	100	12	12	12	— ⅝
41	26½	....	do pf	100	36	36	36	— 1
13	7½	....	Ajax Rubber	2,100	9	8⅞	9	....
114¼	88	6	Allis-Chalmers	800	112¾	111½	112¾	+ ½
23¾	13	....	Am. Bosch Magneto	400	22⅞	21⅞	21⅞	— ½
10	4	....	Am.-La France	1,400	7	6⅞	7	....
36⅝	28	3	Briggs Mfg. Co.	4,800	28⅞	28¼	28¼	— ¾
14	5	....	Chandler Motor	200	6¾	6¾	6¾	....
26¼	13	2.50	do pf	400	21⅞	21	21⅝	....
62⅞	38⅛	3	Chrysler Corp.	29,000	62	61	61	— ⅞
13¾	10¼	.80	Continental Motors	2,100	10⅞	10¾	10⅞	+ ⅛
27½	16¼	....	Dodge Bros. A	9,200	18¾	17¾	18¼	+ ½
85	66½	7	Dodge Bros. pf	1,600	69⅞	68½	69¾	+ ⅝
29¾	24¼	2	Eaton Axle & Spring	4,800	29⅞	28¼	28⅞	+ ⅝
28	16½	....	Electric Auto-Lite	16,900	28	27⅞	28	+ ½
79½	63¼	6	Electric Stor. Battery	5,100	71	70	70⅞	— ⅛
30⅞	18½	.80	Federal Motors	400	23	22⅛	22⅛	— ⅛
20	14⅞	....	Fisk Rubber	6,200	17½	17	17⅜	+ ¼
88¾	81	....	do 1st pf	1,200	90	89	90	+ 3
59	29¾	3.50	Gabriel Snubber	1,100	51⅞	51¼	51¾	....
12½	6½	....	Gardner Motor	200	8½	8½	8½	— ⅛
252¾	145½	10	General Motors	47,000	253¼	251	252	— ½
125	118½	7	do 7s pf	400	124⅞	124¾	124⅞	+ ⅛
22	14½	....	Glidden Co.	200	14¾	14¾	14¾	— ⅝
79¾	42¾	4	do pf	17,100	80¾	78⅜	78¾	— ⅝
105½	95	7	do pf	100	106¾	106¾	106¾	+ 1¼
56½	48¾	....	Goodyear T. & R. pf	1,700	53⅞	53½	53½	....
91½	48¼	5	Hudson Motor Car	17,600	86	83¾	84¾	+ 1
23⅝	17⅞	1.40	Hupp Motor Car	1,300	18⅛	18	18	....
22½	12¾	....	Jordan Motor Car	8,500	20⅛	17⅞	19¼	+ 1⅛
30¾	9½	....	Kelly-Springfield	9,100	29⅞	28	29¼	— ½
84	44	....	do 6s pf	100	87	87	87	— 2
91½	35	....	do 8s pf	1,000	90⅞	88	89¼	— 2¼
1	½	....	Keystone T. & R.	600	½	½	½	— ⅛
11⅝	7	....	Lee Rubber & Tire	100	11½	11½	11½	+ ¼
118¾	88¼	6	Mack Trucks	2,100	101⅞	99¼	100	— ½
54¼	27	3.25	Marlin Rockwell	400	47	47	47	+ ½
36⅞	23⅞	2	Miller Rubber	200	28	28	28	....
12½	6	....	Moon Motors	300	7½	7	7½	+ ½
38¾	24¾	3.50	Moto Meter A	700	29½	29	29	+ ¾
27⅞	20¾	2	Motor Wheel Corp.	1,700	27	26½	26½	— ¼
60	19	....	Mullins Body	2,700	61½	59¾	60	+ ¾
43	20	....	Murray Body	2,400	24⅝	24¼	24½	— ½
90½	60¼	4.50	Nash Motors	18,000	93⅞	89	93	+ 3
17⅞	11	....	Omnibus Corp.	500	12¾	12¾	12¾	....
42⅞	33¾	2.50	Packard Motor Car	14,100	41⅞	41⅛	41¼	— ¼
14½	7¾	....	Paige-Detroit Motor	300	12⅞	12¼	12½	— ¼
32	20	....	Peerless Motor Car	1,600	23½	22¾	22¾	— ¾
23¾	9¾	....	Pierce-Arrow	400	11½	11	11	+ ½
102½	42	....	do pf	200	45½	45½	45½	....
10¼	4	....	Reynolds Spring	2,700	8½	8	8½	+ ⅛
28⅞	20½	....	Spicer Mfg. Co.	2,900	27	26¾	27	— ¼
69½	51¼	6	Stewart-Warner Speed.	11,100	70⅞	69½	70	+ ½
54½	26¼	2	Stromberg Carburetor	100	34	34	34	+ 1
57	49	5	Studebaker Co.	51,000	55½	52⅞	55½	+ 2¾
142½	78	5	Timken Roller Bear.	11,800	131⅝	128½	128½	— 1¼
67⅛	37¾	....	U. S. Rubber	26,200	55½	52	55¼	+ 4
58⅞	36	4	White Motors	2,800	39⅝	38½	39⅝	+ ¾
24¾	16	....	Willys-Overland	2,400	17⅞	17¼	17½	+ ½
96	87	7	do pf	100	93¾	93¾	93¾	....
84½	70¼	5	Yale & Towne	400	84	83½	84	....
40	25	....	Yellow Truck & Coach	11,800	33¾	33	33¼	— ⅛
99⅞	83½	7	do pf	1,400	90¼	89½	90¼	+ 1¼

NEW YORK CURB MARKET

Sales.		High.	Low.	Close.	Net ch'ge.
500	Aub Auto	123½	119⅞	120	— 2¾
800	Boh A & B	22	21¾	21¾	....
400	Brock M T.	38	36	38	+ 1
2000	Dur Mot	11⅞	11½	11½	— ⅜
900	Fageol Mot	3⅛	2¾	2¾	....
800	Fires T&R.	162	160½	161½	+ ¾
100	do 7% pf.	104½	104½	104½	+ ¼
100	Goody T pf.	94¾	94¾	94¾	— ¼
12500	Johns-Man	117¾	113	114½	+ ¼
200	Marm Mot.	48⅝	48¾	48⅝	— 1
2400	Reo Motor.	22½	21½	21½	— ⅞
200	Rep MT ctf	4¾	4½	4¾	— ⅛
50	Rolls EA pf	83	83	83	— 2½
700	Stutz Mot	14⅜	14	14	....
1300	U S L Bat.	51	50½	51	+ ¼
100	do B	9	9	9	....
100	Pines Winterfr	48	48	48	....
110	Reo	22¼	22	22	....
13500	Stew Warner.	70½	69⅞	70½	....
10	Wauk Motor	49	49	49	....
100	Yates Mach	15¾	15¾	15¾	— ¾
25	Yel T & C	33⅞	33⅞	33⅞	....
35	Yellow Taxi	38½	38½	38½	....

CHICAGO

Sales.		High.	Low.	Last.
2600	Auburn	121½	119½	120½
200	Bendix	54½	54½	54½
1400	Borg & Beck	71½	70	71
700	Marvel Carb	48½	48	48¼

CLEVELAND

	Bid.	Asked.
Firestone	160	162
do 6% pf	106	106½
do 7% pf	105	106
Miller Rub pf	98	99
Seiberling	33	34½
Stearns	5	6

DETROIT

Sales.		High.	Low.	Last.
57	Amn St Bank	250	250	250
21	Frd Mot Can.	546	545	546
135	Motor Wheel	26¾	26¾	26¾
700	Packard	41¼	41¼	41¼
3000	Reo	22¼	21⅞	21⅞

(The above table shows Wednesday's automotive stock movements, complete.)

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(Signed)

CADILLAC MOTOR CAR COMPANY,

B. C. Mott,

Wholesale Manager, Chicago Branch